

Price Reductions and Decreases

Code	Description
01	Perm. Supplier FOB and Shelf Price Decrease
02	ISLD Marketing - Shelf Price Decrease
03	NOT USED - [Off Supplier Mth-Long Sale / On Supplier Mth Sale (Temp. Prc Red.)]
04	Supplier SPA (Month Long Sale) - Shelf Price Decrease
05	NOT USED - [ISLD Month - Long Sale (Temp. Price Red.)]
06	NOT USED - [Off ISLD Month Sale / On ISLD Month Long Sale (Temp. Price Red.)]
07	Supplier 60 Day Price Reduction - FOB and Shelf Price Decrease
08	NOT USED - [Supplier Price Increase / On Supplier Mth-Long Sale (Temp. Prc Red.)]
09	NOT USED - [ISLD Price Decrease - Removal of Surcharge (Perm. Price Red.)]
10	NOT USED - [ISLD Price Increase / ISLD Month-Long Sale (Temp. Price Red.)]
11	Gross Profit Decrease - FOB Increase, No Shelf Price Change
12	NOT USED - [Off Supplier Mth-Long Sale/Supplier Qtr-Long Prc Red. (Perm. Price Red.)]
13	NOT USED - [Off ISLD Month-Long Sale/ISLD Price Decrease (Perm. Price Red.)]
14	Reserved
15	NOT USED - [Dry County Wine - Supplier Price Decrease (Perm. Price Red.)]
16	NOT USED - [Dry County Wine - ISLD Price Decrease (Perm. Price Red.)]
17	NOT USED - [Dry County Wine - Supplier Month - Long Sale (Temp. Price Red.)]
18	NOT USED - [Dry County Wine - ISLD Month - Long Sale (Temp. Price Red.)]
19	NOT USED - [Dry County Wine - Supplier Qtrly Price Red. (Temp. Price Red.)]

Price Increases

Code	Description
20	Perm. Supplier FOB and Shelf Price Increase
21	Coming Off ISLD Marketing - Shelf Price Increase
22	Price Increase - Coming Off Closeout Price
23	Coming Off Supplier SPA - Shelf Price Increase
24	NOT USED - [Coming Off ISLD Month - Long Sale (Return to Reg. Price)]
25	ISLD - Add Shelf Price Override
26	Coming Off Supplier 60 Day - FOB and Shelf Price Increase
27	Reserved
28	NOT USED - [Price Increase - Surcharge Added (Perm. Price Incr.)]
29	Reserved
30	Gross Profit Increase - FOB Decrease, No Shelf Price Change
31	Reserved
32	Reserved
33	Reserved
34	Pack Change
35	NOT USED - [Dry County Wine - Supplier Price Increase (Perm. Price Incr.)]
36	NOT USED - [Dry County Wine - ISLD Price Increase (Perm. Price Incr.)]
37	NOT USED - [Dry County Wine - Coming Off Supplier Month - Long Sale (Perm. Price Red.)]
38	NOT USED - [Dry County Wine - Coming Off ISLD Month - Long Sale (Perm. Price Red.)]
39	NOT USED - [Dry County Wine - Coming Off Supplier Qtrly Price Red. (Perm. Price Red.)]
40	Shelf Price Change due to ISLD Pricing Formula Change
41	New Product
42	Reserved
43	Reserved
44	Reserved
45	Reserved
46	Reserved
47	Reserved
48	Reserved
49	Reserved
50	ISLD Closeout - Shelf Price Decrease

## Price Increases

Code	Description
51	ISLD - Remove Shelf Price Override

## Classification Identification

Code	Description
C	Close Out Products
D	Distributor
F	DSD Products
G	Gift Pack Products
H	RTD Low-Proof Non DSD
I	Introductory Products
L	Limited Distribution
M	Managed by ISLD
N	New Products
O	One Time Products
P	Supplies
R	Regular
S	Special Orders
V	Value Added
W	Wine DSD
X	Control Products
Y	NABCA change in progress
Z	Non Liquor Products

## Rep Name

Code	Description
04	HAYDEN MTN SPIRITS- JOE CONTI
05	HEADS AND TAILS DISTILLERY
06	WILLIES DISTILLERY - Jerry Rogge
07	VINUM IMPORTING
08	MATT FOLLIS - SAZERAC
09	JUSTIN GRAVES CENTERFIRE DISTILLERY
10	Ellis Spirits Collective
11	BEVERAGE DIST NETWORK -BRET RUPERT
12	NORTHSTAR SPIRITS - SCOTT KELCH
13	TWIN FALLS DISTILLERY -CHRISTOPHER
14	BROWER CORP - ERIC BROWER
15	Del Sannio Imports
17	HAYDEN BEVERAGE - MIKE CRAWFORD
18	PARMA RIDGE BREWERY
24	HOO DEW DISTILLERY - BILLY BARTSOFF
25	KOENIG DISTILLERY - ANDY KOENIG
27	MILL TOWN DISTILLERY, LLC
40	GREAT BASIN - LARRY CUPP
50	SGWS/COASTAL PACIFIC - TRENT PEXTON
51	SGWS/WEST DIVISION - MIKE WESTER
52	SGWS/AMERICAN LIBERTY-GEORGE BOUTSI
55	RNDC-NORTHWEST DIV JOE SANDOVAL
56	RNDC-MOUNTAIN DIV- GABE NELSON
99	NO REP